



Closing The Deal!

– Maria Tomlinson

Self-Employed Carer Coach

Founder of the Professional Carers Network





So you have...

- made a good first impression,
- they like you and you like them.
- you have a good idea of the help they require
- and you have identified when you could go.

Now you need to close the deal!





We sometimes leave a first visit with a clear plan of action and when we are going to come next.

But more often or not, we leave a visit saying we will work out what we can offer you and when, and you can see if that works for you.

Because we find we need a bit of time to process what we have learnt and to see if we can meet their needs.

It's really easy to jump in and offer the help as you want to help, and they are often nice people, so you feel like you should help.



But we need to take a moment to
consider:

- Their needs, can we more than adequately meet them?
- Are their needs likely to change and if so, could we provide the service?
- Are we compromising our own health?
- Can we fit them in without having to really rush?
- Does taking this job mean we will be sacrificing anything?





If you are happy that the job is the right fit for you then offer them
your service.

We remind people:

- we are flexible and
- it's not set in stone,
- so we can tweak and change as we settle into a routine,
- but for a start we think this would work
-then suggest a time, day, length and frequency of visit.





Task:

land your first job!

